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CANNON BUILDING
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DOVER, DELAWARE 19904-2467

DELAWARE REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, September 5, 2013 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – August 1, 2013
- 3.0 New Business
 - 3.1 Update from the Commission – Ms. Benson
 - 3.2 Review of Course Provider Applications
 - 3.2.1 Course Provider: Association of Realtors School
 - 3.2.1.1 Course Title: Anatomy of a House
Credit Hours: 6.0
Modules: 6 & 7
 - 3.2.2 Course Provider: The CE Shop
 - 3.2.2.1 Course Title: Commercial Landlord Representation
Credit Hours: 3.0
Module: 7
 - 3.2.2.2 Course Title: Determining Value of Commercial Properties
Credit Hours: 3.0
Module: 7
 - 3.2.2.3 Course Title: Real Estate Investors and Your Business
Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance
 - 3.2.3.1 Course Title: Taxation of Commercial Real Estate

Credit Hours: 3.0
Module: 7

3.2.4 Course Provider: Jack Lingo, Inc., Realtor

3.2.4.1 Course Title: LOMA Flood Plain Process
Credit Hours: 3.0
Module: 7

3.2.5 Course Provider: Long & Foster Institute of Real Estate

3.2.5.1 Course Title: Seller Representation & Forms
Credit Hours: 3.0
Module: Newly Licensed Salesperson Module 3

3.2.5.2 Course Title: Buyer Representation & Forms
Credit Hours: 3.0
Module: Newly Licensed Salesperson Module 2

3.2.6 Course Provider: McKissock, LP

3.2.6.1 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1

3.2.6.2 Course Title: Real Estate Documents
Credit Hours: 3.0
Module: 3

3.2.6.3 Course Title: Legislative Issues
Credit Hours: 3.0
Module: 5

3.2.7 Course Provider: Sussex County Association of Realtors

3.2.7.1 Course Title: Basic Flood Insurance Training
Credit Hours: 3.0
Module: 7

3.2.8 Course Provider: Wooding Real Estate Group

3.2.8.1 Course Title: Cool Tech Tools for Everyone!
Credit Hours: 3.0
Module: 7

3.2.8.2 Course Title: National Issues: CFPB & FEMA Changes
Credit Hours: 3.0
Module: 5

3.2.8.3 Course Title: Running Your Real Estate Career as a Business
Credit Hours: 3.0
Module: 7

3.2.8.4 Course Title: What Every Agent Should Know: Rentals & Commercial
Credit Hours: 3.0
Module: 6

*3.2.9 Course Provider: Central Delaware Real Estate Academy, LLC.

3.2.9.1 Course Title: Broker Pre-Licensing
Credit Hours: 99.0

3.2.9.2 Course Title: Real Estate Pre-Licensing
Credit Hours: 99.0

3.3 Review of Instructor Applications

3.3.1 Ruth Briggs-King

Continuing Education: Newly Licensed Salesperson Modules 1 & 4; Continuing Education Modules: 2, 4, 5

Pre-Licensing Course: Orientation

Broker's Course: Ethics

3.3.2 Robert Fleck

Continuing Education: Modules 1 – 6

3.3.3 Eric Rehling

Continuing Education Module: 7 – Qualifying a Seller to Sell

3.3.4 Walter Taraila

Continuing Education: Newly Licensed Salesperson Modules 1 – 4; Continuing Education Modules: 1 – 6; Continuing Education Module 7 – Intro to Commercial; Broker Supervision; Fair Housing; Commercial Agency; Ethics

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

3.3.5 Thomas Woods

Continuing Education: Module 7 – ABR

*3.3.6 Andrew Taylor

Continuing Education: Newly Licensed Salesperson Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Short Sales Done Right; Contemporary Issues – Foreclosure; Contemporary Issues – RE Hot Buttons

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

3.4 Review of Student Requests for Approval of Continuing Education

3.4.1 Student Name: Karen Ackerman

Course Title: Ethics, Predatory Lending & Flipping
Course Provider: Coastal Association of Realtors
Credit Hours: 3.0

Requesting Approval for Module: 7

- 3.4.2 Student Name: Brian Tobin
Course Title: The Agreement of Sale (New Licensee Module 2)
Course Provider: Omega Real Estate School
Credit Hours: 3.0
Requesting Approval for Module: 7
- 3.4.3 Student Name: Brian Tobin
Course Title: Seller Representation (New Licensee Module 3)
Course Provider: Omega Real Estate School
Credit Hours: 3.0
Requesting Approval for Module: 3
- 3.4.4 Student Name: Benjamin Steward
Course Title: Real Estate Professionalism (New Licensee Module 4)
Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0
Requesting Approval for Module: 7
- 3.4.5 Student Name: Jordan Walsh
Course Title: Agency & Fair Housing
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

4.0 Correspondence

- 4.1 Review Correspondence from Jim Waggoner Requesting Reconsideration of Virginia Egan's Instructor Application

5.0 Other Business before the Committee (for discussion only)

6.0 Public Comment

7.0 Next Meeting – October 3, 2013 at 9:30 a.m.

8.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

Real Estate Education Committee

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MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.